

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

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P R 081200Z DEC 76

FM AMCONGEN NAPLES IT

TO SECSTATE WASHDC PRIORITY 5285

INFO RUFHOM /AMEMB ROME IT 1662

AMCONGEN MILAN IT

UNCLAS NAPLES 1536

E.O. 11652: N/A

TAGS: BBSR, BEXP, IT

SUBJECT: CONTRACTING WTDR REQUIREMENTS

REFS: ROME 19233; SECSTATE A-5327 PLEASE PASS TO STATE/EB

1. THE OUTSIDE CONTRACTING OF RESEARCH FOR THE PREPARATION OF WTDR'S IS HANDLED FOR NAPLES BY THE CONSULATE GENERAL IN MILAN.

AS A RESULT, OUR RESPONSES TO THE QUESTIONS IN THE REFERENCED AIRGRAM MAY BE SOMEWHAT REDUNDANT. IN ANY CASE, THEY FOLLOW:

2. (5) A) KOSMOS S.P.A., VIA PANTANO 2, 20122 MILAN, ITALY;

CREDIT INFORMATION AGENCY, CREDIT COLLECTING AGENCY, MARKET RESEARCH; AMCONSUL MILAN SIGNED FIRST CONTRACT ON MAY 31, 1974 ON BEHALF OF ALL POSTS WHO HAD DECIDED TO PARTICIPATE IN SCHEME.

B) FROM MAY 31, 1974 TO END OF FIRST CONTRACT'S TERM FEBRUARY

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29, 1976 (22 MONTHS): 4,050 LIRE PER REPORT (EQUIVALENT TO \$4.68 -

\$ 1 865 LIRE); FROM FEBRUARY 27, 1976, WHEN PRESENT CONTRACT

WAS SIGNED: 5,500 LIRE PER REPORT (EQUIVALENT TO \$ 6.35).

C) 1,000 REPORTS WERE ORIGINALLY CONTRACTED FOR, ALTHOUGH 200

COUPONS FOR AS MANY REPORTS WERE NOT USED AS OF CONTRACT'S EXPIRY DATE. OF THESE, NAPLES USED 50 COUPONS FOR 50 REPORTS IN FY 76.

ESTIMATED QUANTITY TO BE SUPPLIED IN FY 77: 600 REPORTS. NAPLES

EXPECTS TO USE 50 COUPONS FOR THE SAME NUMBER OF REPORTS ALSO IN

FY 77. D) ABOUT 40 PERCENT. E) THE CONTRACTOR'S REPORTS DO NOT

PROVIDE ALL THE INFORMATION REQUIRED FOR EACH WTDR. THEY

PROVIDE INFORMATION AS TO NAME OF FIRM, MERGERS, CONTROLLING

FIRMS, MANAGEMENT, CREDIT WORTHINESS AND OTHER MISCELLANEOUS

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INFORMATION. THEY DO NOT ALWAYS PROVIDE INFORMATION AS TO NUMBER

OF EMPLOYEES, VOLUME OF BUSINESS, COUNTRIES OF PURCHASE AND SALES AND FIRMS REPRESENTED BY SUBJECT FIRM. THE CONTRACTOR'S REPORTS DO NOT PROVIDE SIC AND BUSINESS CODING AND DRAFTING IN ENGLISH. THE CONSULATE GENERAL HAS ALSO NOTED THAT INFORMATION PROVIDED IS NOT ALWAYS UP TO DATE. CONTROL ON CONTRACTOR'S INFORMATION IS MADE THROUGH CHECKS MADE BY CONSULAR EMPLOYEE DIRECTLY WITH FIRM AND AGAINST INFORMATION PROVIDED AT NO COST

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BY ITALIAN BANKS. F) YES (SEE REPLY TO E) ABOVE); BANKS (SEE REPLY TO E) ABOVE). G) NO (SEE REPLY TO E) ABOVE). H) NO, NONE. I) NO: THE PREPARATION OF WTDR'S IS ENTIRELY PERFORMED BY ONE COMMERCIAL ASSISTANT WITH THE OCCASIONAL COLLABORATION OF ONE ECONOMIC SPECIALIST AND THE SUPERVISION OF THE COMMERCIAL OFFICER. THE COMMERCIAL ASSISTANT ALSO DOES THE SIC CODING, THE DRAFTING IN ENGLISH AND THE TYPING IN FINAL FORM FOR THE GREATEST PART OF WTDR'S PREPARED BY THIS CONSULATE GENERAL. THE SIC CODING TAKES AN AVERAGE OF ONE HOUR PER REPORT. J) IN ITS OWN NAME. K) NO. L) 30, 28, 40. M) IN FY 76, INCLUDING THE TRANSITION QUARTER, THE POST SPENT THE FOLLOWING NUMBER OF PERSON-HOURS IN THE PREPARATION OF WTDR'S: (1) ABOUT 882 PERSON-HOURS OF WHICH 834 SPENT BY ONE COMMERCIAL ASSISTANT (FSL PROFESSIONAL), 24 SPENT BY ONE ECONOMIC SPECIALIST (FSL PROFESSIONAL) AND 24 SPENT BY THE COMMERCIAL OFFICER (FSO); (2) THE CONTRACTOR DOES NOT PROVIDE THE INFORMATION ACCORDING TO THE REQUESTED FORMAT. OF THE 834 HOURS SPENT BY ONE FSL PROFESSIONAL, 294 WERE DEVOTED TO THE ELABORATION OF THE INFORMATION OBTAINED FROM ALL SOURCES (TRANSLATING AND DRAFTING); (3) 98 HOURS. N) THE POST ESTIMATES TO HAVE SAVED 98 PERSON-HOURS IN OBTAINING THE INFORMATION

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PROVIDED BY THE SUBJECT CONTRACTOR. IT SHOULD BE NOTED HOWEVER THAT THIS CONSULATE GENERAL REGULARLY REQUESTS INFORMATION FOR WTDR'S TO BANKING INSTITUTIONS WHICH PROVIDE ROUGHLY THE SAME INFORMATION PROVIDED BY THE CONTRACTOR AT NO COST FOR THE CONSULATE. SHOULD THE POST GATHER THE SAME TYPE OF INFORMATION USING ITS OWN UNCLASSIFIED

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MEANS, COSTS WOULD AT LEAST DOUBLE IN PERSON-HOURS (FSL PROFESSIONAL), PLUS EXPENSES FOR FEES, TRANSPORTATION, ETC. O) (1) YES; (2) NO BECAUSE NOT ALWAYS UP TO DATE; (3) NO. INFORMATION IS NEVER PROVIDED BEFORE A MINIMUM OF 28 DAYS. P) NO. POST CONTINUES TO HAVE CONTACTS WITH FIRMS AND OTHER INFORMATION SOURCES. Q) YES. ESPECIALLY IF THEY CANNOT AVAIL THEMSELVES OF OTHER RELIABLE SOURCES OF INFORMATION (LIKE BANKS) AT A MINOR COST. R) NONE. CUMMINGS

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